



SeaPort Enhanced

Program Overview and Portal Demonstration

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U.S. Army Materiel Command PARC Conference

Vienna, VA

01 November 2005



Agenda

- Program Origin
- Program Evolution
- Program Benefits
- Program Results
- Portal Demonstration



SeaPort Origin

- Provide a means to procure professional support services as a corporation
- Provide a tool to assist NAVSEA in meeting its strategic sourcing wedge
 - \$250M from Professional Support Services (FY01-05)
- Provide a means for Command to meet OSD goals for performance based contracting
 - 20% by 2002 and 50% by 2005
- Integrate e-business principles into NAVSEA's service acquisition process



SeaPort Portal Origin

- Developed in 2001 for SeaPort and enhanced in 2004 for SeaPort-e
- Fully integrated, secure, on-line, e-commerce tool
- Available from any internet enabled computer in the world - fully NMCI compliant
- Developed and managed by Aquilent
- Complete process – requirements determination through close-out



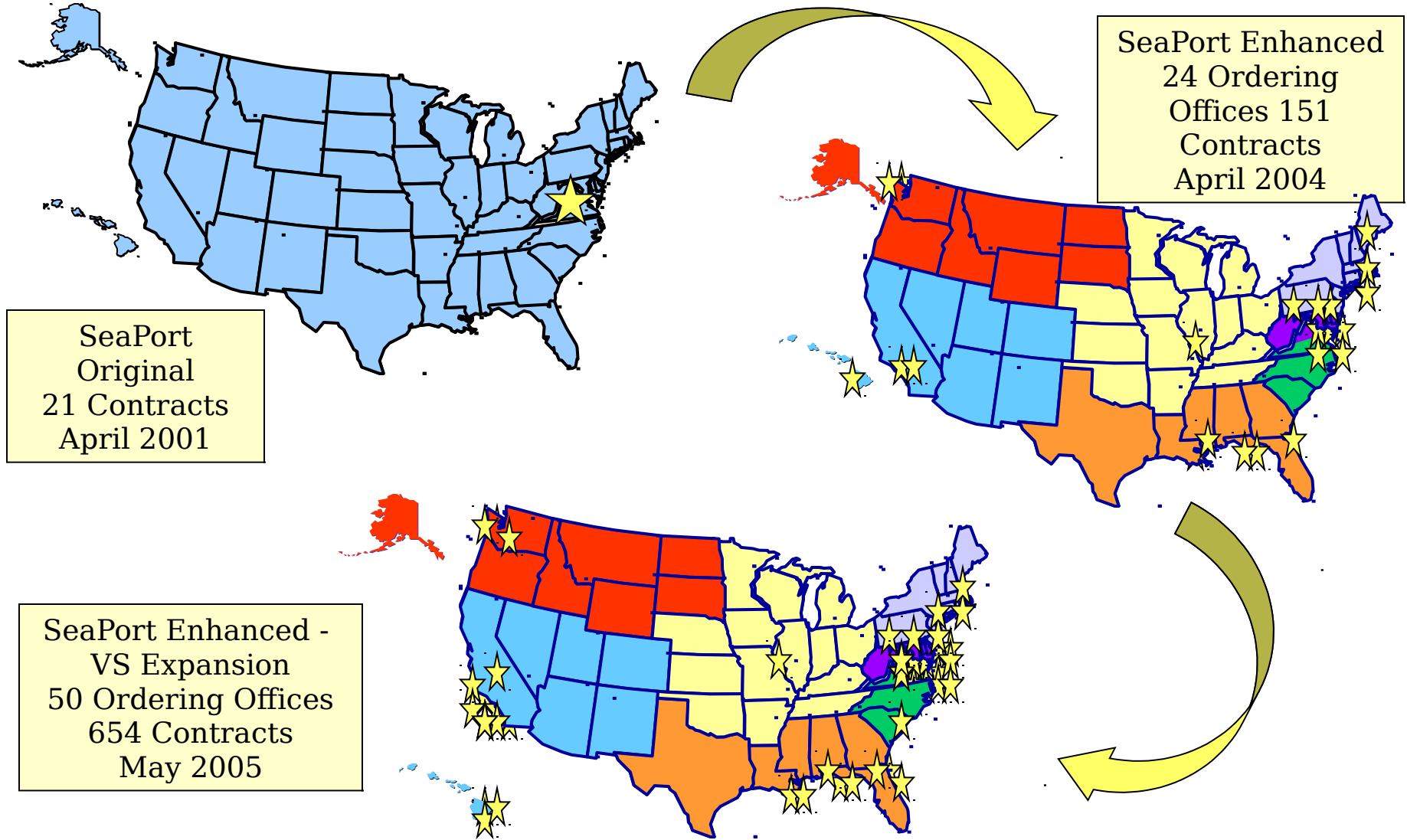
SeaPort Portal

- All Contractors listed and searchable at:
www.seaport.navy.mil/main/home/seaport-e_partners.html
for teaming. Webpage provides links to
Contractors





Evolution of SeaPort





SeaPort History

- SeaPort Original - 2001
 - NAVSEA Headquarter Focused (4 Functional Service Areas)
 - Three Segments:
 - 21 Prime Multiple Award Contracts (MACs) awarded on 02 April 2001
 - Automated Procurement System (“Buy” Site and “Sell” Site)
 - SeaPort Web Site (informational repository & procurement system entry point)
 - No Small Business Set-aside opportunity
 - Cross-pollination of improved NAVSEA HQ practices and approaches
- SeaPort-e - 2004
 - Expanded to NAVSEA Field Offices
 - Increased scope to 21 Functional Service Areas
 - Awarded 151 Prime MACs on 05 April 2004
 - Enhanced to include Small Business set-aside opportunity
 - Established 7 geographic zones to maintain small business vendor base
 - Cross-pollination of improved NAVSEA-wide practices and approaches

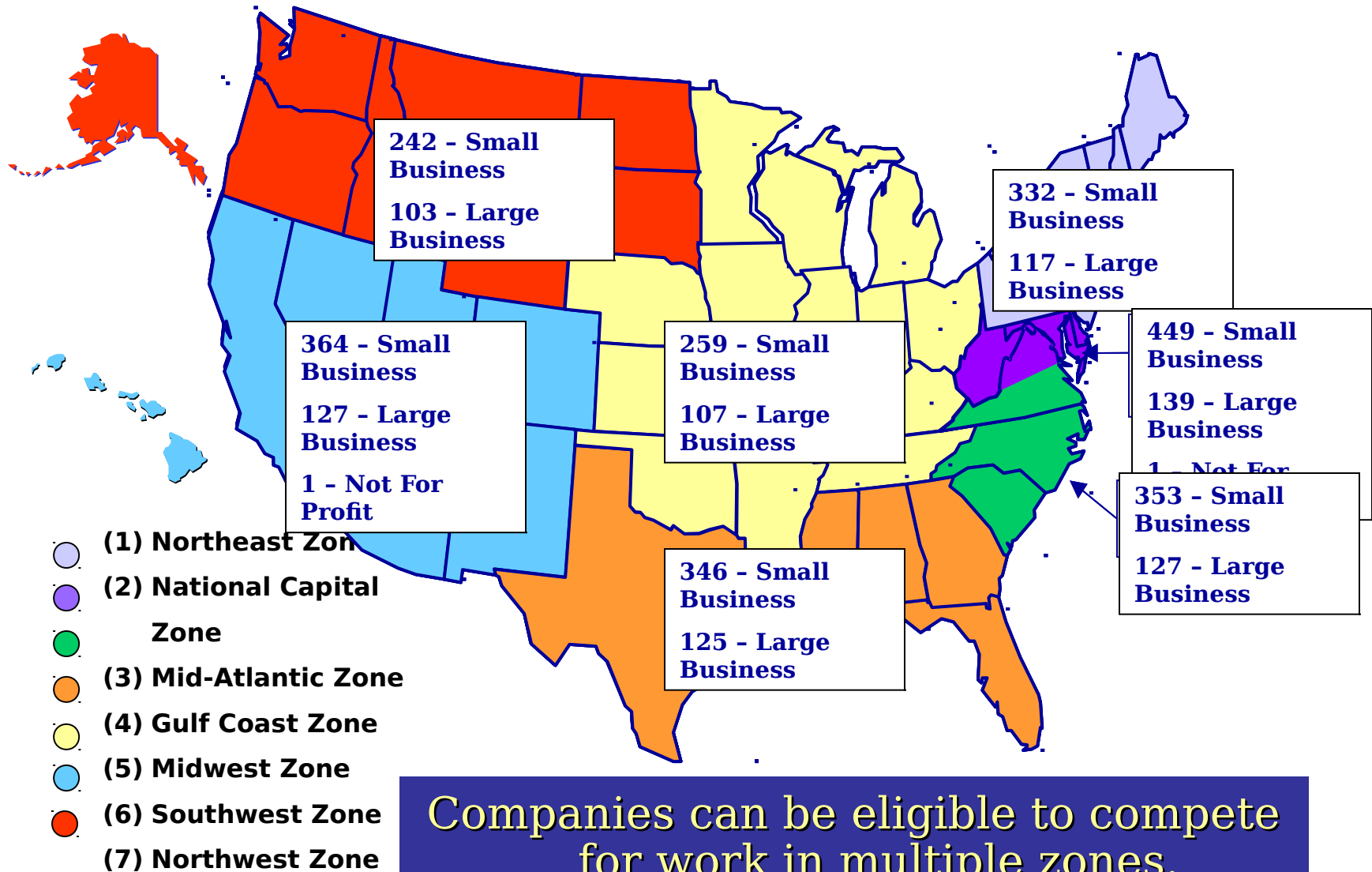


VS Expansion of SeaPort-e

- SeaPort-e (Virtual SYSCOM Expansion) – 2005
 - Expanded to Navy SYSCOMs
 - Increased scope to 22 Functional Service Areas
 - Expanded to 654 Prime MACs via “VS Rolling Admissions” procurement awarded on 31 May 2005
 - Small Business Set-aside Opportunity enhanced to include selected sub-categories (HUBZONE, 8(a), SDVOSB)
 - Cross-pollination of improved Navy-wide practices and approaches via SeaPort-e VS CONOPs document



VS SeaPort-e Zones





Program Benefits

- Streamlined Acquisition Process
 - Synopsis not required
 - Formal Source Selection Plan not required
 - Library of Solicitation samples available within portal
 - Relevant past performance information available within portal
 - Ombudsman program to resolve Industry challenges to award decisions
 - Quick and efficient posting of solicitations to SeaPort “Sell” Site
 - SeaPort procurement system supports on-line evaluations via Internet
 - Streamlined approach for debriefing unsuccessful offerors
 - CHINFO not required
- ❖ **Acquisition Cycle time reduced from 8-12 months to 69 working days**
- Service Quality
 - Competition discourages complacency
 - Leveraged buying power magnifies importance of quality past performance history
- ❖ **High quality performance marks on 506 task orders awarded to date**



Program Benefits

- Cost Savings:
 - SECNAV Efficiency and Effectiveness Study of March 2003 estimated cost savings through SeaPort at 7% - 10%
 - Primary Avenues:
 1. Valid vice Illusionary Competition
 2. Elimination of prior “Fee for Service” Tax (GSA 2% to 5%)
 3. Rate Cap concessions derived through market leverage
 4. CPPB opportunity to influence cost performance via Award Fee Tool



SeaPort Savings

- Savings are calculated on a task order basis by requiring codes:

Description	Amount of Savings	Percent
PEO IWS Systems Engineering	\$ 2,512,097	5.0%
Pre-Commission for LPD Class	\$ 125,000	4.5%
Engineering Services	\$ 11,628,585	7.8%
CIO Services	\$ 11,755,136	9.1%
ASN CHENG Engineering Services	\$ 15,569,867	22.6%
PEO IWS Program Management Services	\$ 18,698,950	19.9%
Littoral Combat Ship PM and ES Services	\$ 7,896,741	14.0%

Amount of Savings is the total savings over the life of the task order or the first five years, whichever is longer

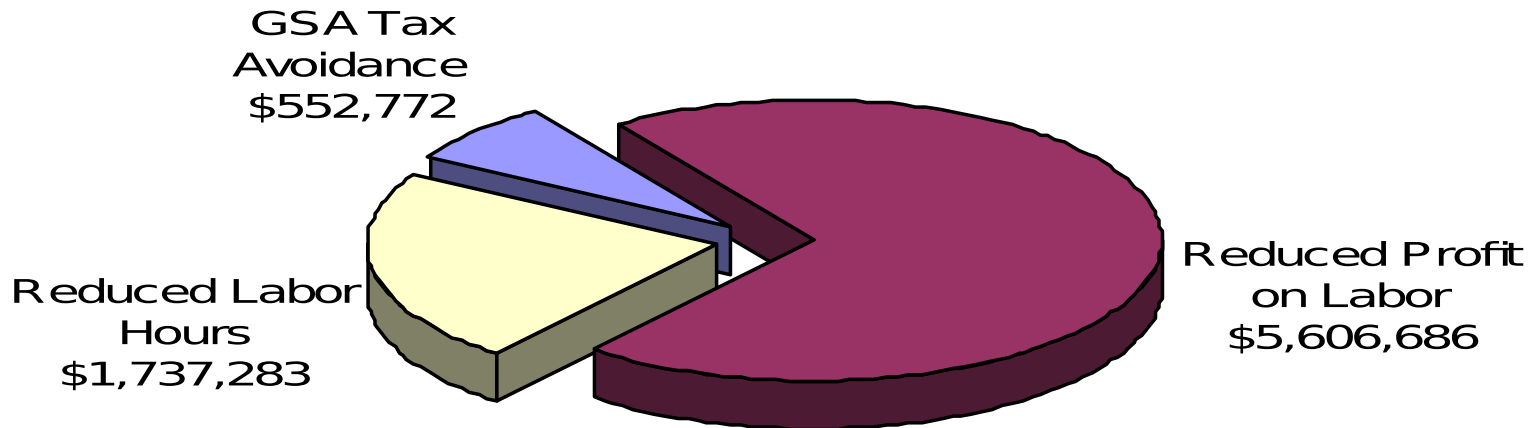
- NAVSEA savings may not be representative of the savings to be realized by other claimants as most were previously procured using GSA



Example of SeaPort Savings

Littoral Combat Ship PM and Engineering Services

Projected Savings: \$7,896,741 or 14%





Program Benefits

- Service Contract Management

- Common acquisition processes and policy across the Navy
- Leveraged buying power
- Rolling Admissions provisions allow for opportunity for renewal
- Centralized program administration, decentralized execution
- Strong small business participation
- Ability to easily set competitions aside for small businesses
- Electronic review of requirements by Small Business Specialists
- Electronic, real time reporting and Business Intelligence
- Provides a comprehensive approach for Navy transition to performance-based service contracting

❖ **Cross-pollination of improved Navy-wide practices and approaches**



Sample Seaport-e Report

Crystal Report Viewer - Microsoft Internet Explorer provided by Navy Marine Corps Intranet

100% 5 of 5

Preview

Large Businesses

Company	Contract Number	Number of Task Orders	Total Value (excluding Award Term)	Total Value (including Award Term)	Current Value of Task Orders Awarded	Total Obligations to Date
G2 Software Systems	N00178-05-D-4334	1	\$1,286,840	\$1,286,840	\$239,883	\$68,750
Gryphon Technologies, LC	N00178-04-D-4061	3	\$25,768,552	\$25,768,552	\$2,207,640	\$2,086,185
Innovative Professional Solutions, Inc	N00178-04-D-4068	10	\$785,653	\$785,653	\$573,465	\$573,465
McLaughlin Research Corporation	N00178-04-D-4083	1	\$516,951	\$516,951	\$94,456	\$20,000
MTC Services Corporation	N00178-04-D-4087	1	\$1,193,014	\$6,344,686	\$1,193,014	\$70,000
Orbis Inc.	N00178-04-D-4100	4	\$11,339,124	\$16,710,394	\$3,814,924	\$2,347,894
SBAR	N00178-04-D-4120	1	\$2,142,662	\$2,142,662	\$2,030,652	\$690,505
Thomas Associates, Inc	N00178-04-D-4142	2	\$435,465	\$435,465	\$435,465	\$435,465
Ownership Subtotal:		34	\$171,827,871	\$182,350,813	\$26,046,629	\$16,914,250
<u>HUBZone Small Business Concerns</u>						
Delphicus Engineering, Inc.	N00178-04-D-4033	1	\$473,634	\$473,634	\$473,634	\$473,634
Ownership Subtotal:		1	\$473,634	\$473,634	\$473,634	\$473,634
<u>Service-Disabled Veteran-Owned Small Business Concerns</u>						
Engineering Services Network, Inc	N00178-04-D-4045	1	\$3,437,508	\$3,437,508	\$486,663	\$200,000
Technical Systems Integration, Inc.	N00178-04-D-4147	8	\$12,276,443	\$28,859,282	\$12,276,443	\$7,024,842
Ownership Subtotal:		9	\$15,713,951	\$32,296,790	\$12,763,106	\$7,224,842
Small Business Subtotal:		103	\$602,925,015	\$716,716,901	\$177,435,912	\$104,157,369
Grand Total:		260	\$2,652,149,807	\$3,011,444,173	\$867,022,700	\$356,449,686
Small Business %:		40 %	23 %	24 %	20 %	29%



Program Results

- Task Orders Awarded
 - 506 task orders to date
 - SeaPort (original): 187 - \$6.1B (TPV), \$1.405B Obligated to Date
 - SeaPort-e: 319 - \$3.5B (TPV), \$467M Obligated to Date
- Competition
 - 319 of 319 task orders under SeaPort-e task orders competed.
 - SeaPort-e policy requires all SeaPort-e Task Orders to be awarded competitively
- Shortened Acquisition Timeline
 - Over \$50M Goal $\approx$ 55 days
 - Under \$50M Goal $\approx$ 30 days
 - Current Average: SeaPort (Original) = 67 days, SeaPort-e = 71 days
 - Previously $\approx$ 8-12 months
- Savings
 - Estimated at 7-10%, in some cases: 25-30%
 - Savings computed on Task Order basis when data is available



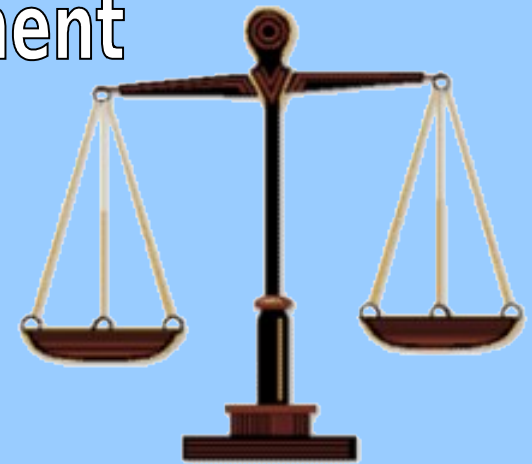
Program Results (Cont.)

- Improved Small Business Participation
 - SeaPort-e Results:
 - Prime awards: 127 of 315 (40%)
 - Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 32%
 - Percent of total dollar obligations to small business concerns at the subcontract level (as of 31 March 2005): goal: 20%, actual: 21%
 - Small business subcontracting reported by industry on-line



SeaPort Strategy

Striking a Balance





Questions?



WWW.SEAPORT.NAVY.MIL



Back-up



22 Functional SOW Areas

- Research and Development Support
- Engineering, System Engineering and Process Engineering support
- Modeling, Simulation, Stimulation, and Analysis Support
- Prototyping, Pre-Production, Model-Making, and Fabric Support
- System Design Documentation and Technical Data Support
- Software Engineering, Development, Programming, and Network Support



22 Functional SOW Areas (Cont.)

- Reliability, Maintainability, and Availability (RM&A) Support
- Human Factors, Performance, and Usability Engineering Support
- System Safety Engineering Support
- Configuration Management (CM) Support
- Quality Assurance (QA) Support
- Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
- Ship Inactivation and Disposal Support



Functional SOW Areas (Cont.)

- Interoperability, Test and Evaluation, Trials Support
- Measurement Facilities, Range, and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Training Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support
- Program Support
- Functional and Administrative Support
- Public Affairs and Multimedia Support